What Is the Price for Purchasing Yeti Style 20 oz Tumblers Cups In Bulk

20oz insulated tumblers have become very popular thanks to brands like YETI, but their high costs (the official price on Yeti's website is $35, while the majority of prices on Amazon range from $35 to $79) include a substantial "brand tax," making them inappropriate for medium- or large-scale purchases. However, if you buy premium YETI-style 20oz insulated cups directly from manufacturers like us (unit prices range from $1.89 to $3, with lower pricing negotiable for bulk orders), you can get cups with excellent performance and quality at a much lower cost, maximizing your profit margin or gaining favor for your business and brand, regardless of whether you are buying for promotional activities, gifts for company employees, or resale. The costs, production, and key benefits of buying from us are all covered in detail in this guide.

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Yeti 20oz Tumbler Manufacturing Cost Analysis

How We Offer Premium Yeti-Style Tumblers at $1.89-$3.00 (and even possibly lower for bulk orders)?

When you see a branded glassware priced between 35 and 79 US dollars, the amount you pay actually includes marketing, brand promotion, and the profits of the middlemen. However, we have eliminated these unnecessary costs while maintaining

the high quality of the core product (material, production process, quality assurance). Here is a detailed explanation of all the contents included in our competitive wholesale prices:

1. Material Costs (account for about 45% to 50% of the total cost)

- We use the same core materials as the premium brand: **food grade 18/8 stainless steel(or SUS316)** for the body and **high-quality BPA-free plastic for lids**.

- **18/8 (SUS304) and SUS316 Food-grade stainless steel:** Our general price for purchasing stainless steel is: 18/8 Stainless steel costs $0.005/g; 316 Stainless steel costs $0.006/g.

- **BPA-Free lid material:** We use highly transparent AS or Eastman Tritan™ materials. We strictly use raw materials instead of recycled materials to ensure that the lid does not produce any unpleasant odors or break easily when placed in boiling water at 100°C. Polypropylene costs $0.002/g; AS costs $0.0025/g; TRITAN costs $0.005/g.

- **Note:** products with surprising low unit price(e.g., lower than $1.00 for small-batch orders or $0.50 for bulk orders) on the market often secretly use 201 stainless steel or poorly recycled materials, which can lead to a 60% or more decrease in corrosion resistance and cannot pass FDA or other food safety tests.

20 oz Metal Tumbler Blank Red with Magnetic Slider Lid OEM ODM S212033

$1.99

Tumbler with Cork Bottom Dishwasher Safe Copper Lined Custom Logo

$2.09

2. Production & Craftsmanship (account for about 25% to 30% of the total cost)

- **Advanced CNC machining technique**: Our tumblers are created using precision welding and forming techniques.
- **High vacuum pumping process**: Each cup we produce undergo 4-6 hours of high-temperature pumping in a vacuum furnace.
- **Copper plating**: We also implement an additional technique called "copper plating process" – adding a 0.02mm copper layer on the inner wall of the vacuum layer, which can improve the insulation performance by 15-20%.
- **Electrolytic polishing of inner walls**: Unlike simple mechanical grinding, our inner walls employ electrochemical polishing technology to achieve a mirror-like surface roughness of Ra<0.4 μm, effectively preventing the formation of tea stains and bacterial adhesion.
  Note: All our production process and technique level are identical to the high-standard process used by leading brands. Read more in KingStar's Manufacturing Process.

3. The Brand Premium (Which You Don't Need to Pay For)

This is the most crucial part of cost savings. When you purchase factory-direct products from us, you don't have to bear the huge marketing expenses of the brand, the fees for celebrity endorsements, or the operational costs of the enterprise. Our focus is entirely on the purchase of raw materials, the optimization of production technology, and strict quality management, and we deliver the finished products directly to you without any middlemen.

4. Surface Treatment & Customization (account for about 10% to 15% of the total cost)

Through comprehensive customization options, we can transform the high-quality YETI 20-ounce insulated cup into a powerful brand asset for you. We offer a wide range of personalized services, including precise laser engraving or full-color printing of your logo, using the Pantone Matching System (PMS) to ensure perfect color accuracy. You can also choose from various practical lids (such as straw lids, flip covers, or handle covers), and select unique coatings and surface treatments to create a one-of-a-kind product. This enables you to provide a high-quality insulated thermos with your brand logo, standing out in the market.

Base cost: The cost of automatic assembly line painting is relatively low.
Value-added services: If you choose “Duracoat Powder Coating”, the unit price will increase by approximately $0.20 – $0.40. However, this process can be achieved through 500 “dishwasher-applicable” tests, and it adds an elegant, matte finish and texture to the cup body, which is the key to enhancing the brand’s premium value.
Logo Customization: Laser marking or laser engraving for large orders incurs almost no additional cost for consumables. While more complex techniques such as 3D printing, although more expensive (each costing an additional $0.50+), offers a tactile and luxurious effect, more suitable for building a premium and high profile brand

image.

Custom Finishing

5. Quality Control and Loss Detection (accounting for approximately 5%)

Each batch of products undergoes strict inspections to ensure that each item complies with rigorous Industry Standards.

Full inspection control: We do not conduct random inspections but perform 100% inspection (full inspection). This includes: 3 vacuum degree tests (after welding, after spraying, and before packaging), 24-hour salt spray rust prevention test, and seal pressure test for the lid. Although this increases the labor cost by approximately 5%, it can control the defective rate within 0.3%, preventing costly rework or material waste.

6. Logistics and Packaging Optimization (the proportion depends on the trade terms)

- **Packaging**: Standard five-layer corrugated cardboard outer box. For e-commerce sellers, we can provide 200lbs grade drop test packaging.
- **Shipping advantages**: By optimizing container loading (Container Loading Optimization), the loading efficiency of 20 oz cups in 40HQ containers can be increased by 10%, thereby reducing the landed cost per individual cup.

Custom Gift Box Design

Custom Cylinder Box Design

Egg Crate Board/Foam Packing

Custom Set Box Design

Custom Packaging

Custom Set Box Packaging

Custom Packaging

Cost Composition Comparison Table: KingStar Factory Direct vs. Retail YETI

Comparison Item	KingStar Mold (Factory Direct)	Retail Brand (e.g. YETI 20oz)
Body Material	Food-grade 18/8 (SS304) or optional SS316	Fixed option (mostly SS304)
Lid Material	BPA-free PP / AS / TRITAN	Fixed option

Comparison Item	KingStar Mold (Factory Direct)	Retail Brand (e.g. YETI 20oz)
Material Cost Basis	PP: 0.002/g/AS:0.002/*g*/*AS*:0.0025/g / TRITAN: $0.005/g	Not disclosed
Vacuum Insulation Structure	Double wall vacuum + 0.02 mm copper layer	Double wall vacuum (copper layer not disclosed)
Vacuum Process	4–6 hrs high-temperature vacuum pumping (per unit)	Industrial standard process
Inner Wall Finish	Electrolytic polishing, Ra < 0.4 μm	Standard finish
Defect Rate Control	≤0.3%	Not publicly disclosed
Surface Treatment Options	Standard coating, Duracoat (+0.20–0.20–0.40) or other finishing	Standard powder coating
Logo & Branding	Laser engraving (near-zero cost at scale), PMS color control	Brand logo fixed or standard laser engraved text with restraints
Customization Flexibility	High (logo, coating, lid type, packaging)	Low (fixed colors or simple text)
Brand / Marketing Cost	$0	High (marketing, endorsements, retail overhead)
Sales Channel Layers	Factory → Buyer	Brand → Multiple Distributor → Retail
Wholesale / Retail Price Orders	1.89–1.89–3.00 (Wholesale, lower for bulk)	35.00–35.00–79.00 (Retail)
What You're	Material + process + QC +	Product + brand premium

Comparison Item	KingStar Mold (Factory Direct)	Retail Brand (e.g. YETI 20oz)
Paying For	customization	+ channel margin

We have given you access to a profit margin of more than 300% by removing distribution expenses and brand premiums. The price you pay is only the actual manufacturing value, and what you get is a product that performs on par with industry leaders.

40oz Tumbler with Foldable Handle And Straw Lid Stainless Steel Travel Coffee Cup

$2.66-4.37

40oz Stainless Steel Travel Tumbler with Handle And Straw Lid Insulated Coffee Cup

$1.96-4.89

Where to Bulk Purchase YETI-Style Wholesale Tumblers

Look no further. As a direct manufacturer, we are your ideal one-stop partner for sourcing premium, customizable tumblers.

Your Direct **Custom Water Bottle Manufacturer**
Partnering with KingStar offers distinct advantages that align with your business growth:

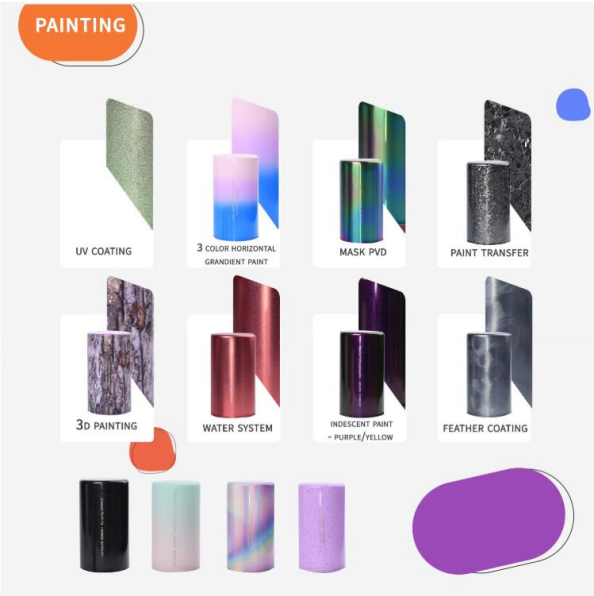
Factory-Direct Pricing: As a water bottle manufacturer ourselves, we have eliminated the middlemen between us and you. This direct channel offers you the most competitive wholesale prices in the market.

Guaranteed Quality Matching Top Brands: We are not just selling a "similar-in-appearance" product; we are selling the same quality. The steel, insulation, and craftsmanship are directly comparable with minimal price.

Total Customization Freedom: We enable you to make the product truly yours. We offer comprehensive customization options, including:

- **Private Labeling:** Laser engraving for a permanent, professional-looking logo; or other desired logo printing options.
- **Color Customization:** All pantone colors available.
- **Patterns:** Custom pattern can be printed and can be done by various printing techniques: silk screen printing, heat transfer printing, water transfer printing, sublimation transfer, etc.
- **Lid Options:** We offer a wide range of custom caps and lids to complement your water bottle design – flex cap, straw lid, sports lid, handle lid, stainless steel cap, spout lid, and flip lid, each designed for convenience, style, and functionality.
- **More Details of Customizations** are in Custom Logos, Custom Molding, Custom Manufacturing, Custom Decorating and Custom Packaging. As you can see, our customization options are all-inclusive, covering everything from shape, size to surface decoration and packaging. We have eliminated the need for you to negotiate with multiple manufacturers.

Flexible Order Quantities: We have a lot of experience in cooperating with established retailers. The larger the batch you order, the lower the unit price we can offer. However, we also provide support and services to start-ups and small businesses, offering flexible minimum order quantities (MOQ) at reasonable prices.



Custom Logo **Custom Painting**

Get Your Custom Quote for Wholesale 20oz YETI-Style Tumbler!

Ready to stock a high-demand product that will boost your sales and reputation? We are here to make the process simple and efficient.

Contact Us for a Precise Quote:

To obtain a thorough quote and a complete product catalog (ready for customization) within one business day, send us an email at sales@waterbottle.tech with the following information:

- The quantity you would like to order
- Needs for customization (capacity, material, logo, color, surface finishing, etc.)
- Concepts, pre-existing samples, or design sketches
- Particular packaging specifications